

# Brave Transitions - Success Story - From Educator To Executive

**How Matthew Mullis Landed a Business Developer  
Role in Houston TX Through Brave Transitions**

 by Luci Lima Leone



## 1. Client Snapshot

Matthew Mullis is a dynamic business development leader with 15 years of experience across education, athletics, and performance coaching. Known for driving revenue growth, building strategic relationships, and leading cross-functional teams, he made a bold career shift to pursue corporate leadership roles.

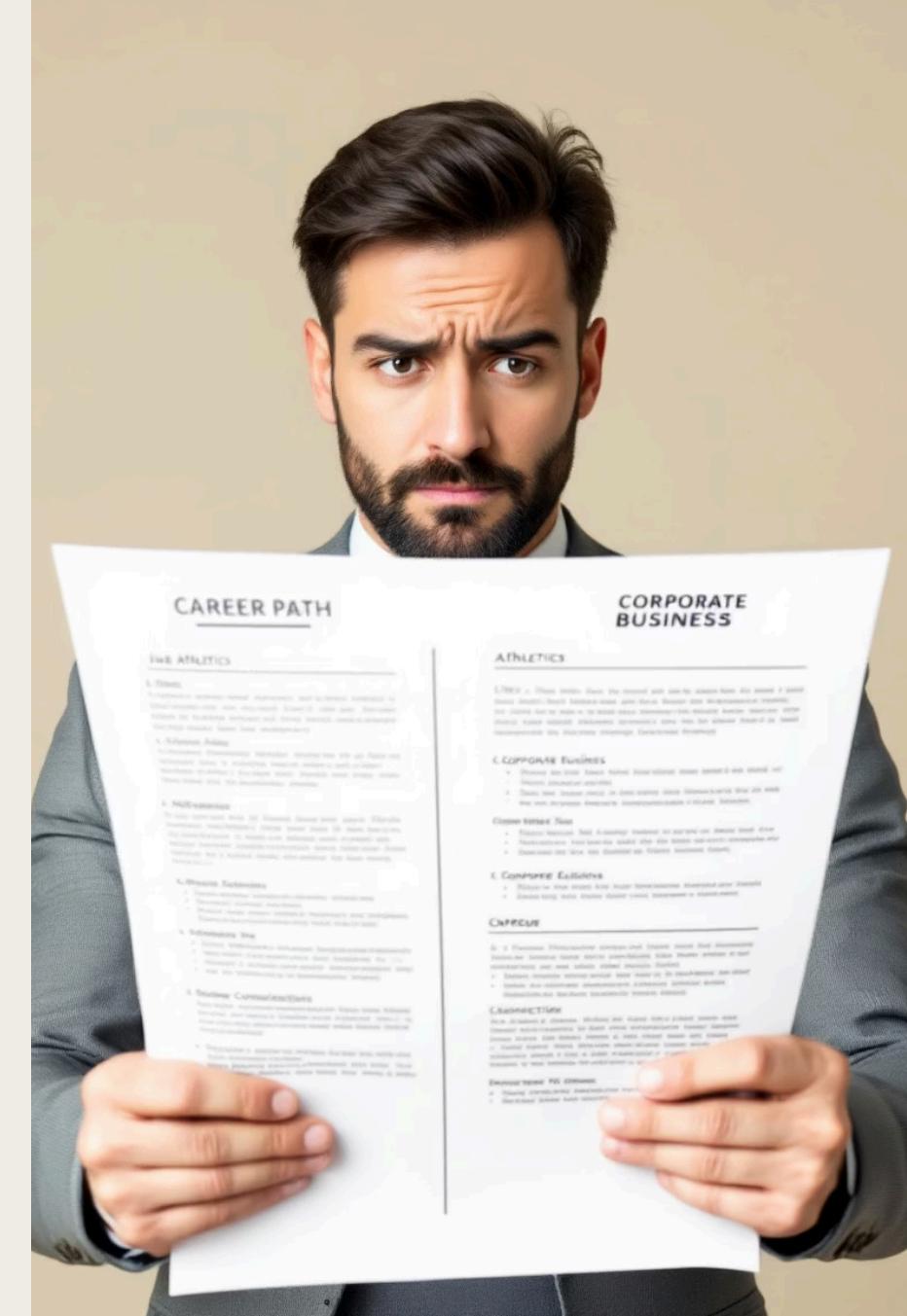
Matthew holds an M.Ed. in Education Administration and is currently completing his MBA. With national speaking engagements and accolades under his belt, including the Rotary Lombardi Award and recognition by the NSLS, he brings both influence and innovation to every opportunity.

- **Background:** Director of Athletic Performance, Coach, and Sales Professional
- **Career Goal:** Transition from education/athletics into corporate business development
- **Location:** Fulshear, TX
- **New Role:** Business Developer Representative at Enverus - Houston TX



## 2. Before Brave Transitions – The Challenge

When Matthew joined Brave Transitions, he had the passion and leadership experience—but struggled to translate his coaching and performance background into corporate language. Despite years of success mentoring athletes and leading strategic initiatives, his resume wasn't opening doors in business development. He felt uncertain about how to reposition himself and navigate a job search in a brand-new industry.



### 3. The Saurya Solution

Through the **Brave Transitions – Job Search & Career Development Program**, Luci guided Matthew through a 12-week transformation designed to help high-performance professionals break into new industries with clarity and confidence. Together, they:

- Rewrote his resume to highlight transferable leadership, strategy, and sales achievements
- Crafted a modern, branded LinkedIn profile that spoke to corporate decision-makers
- Created a job search roadmap including direct outreach, tracking tools, and decision-maker mapping
- Practiced interview storytelling and translated his coaching skills into business impact language
- Clarified his brand and built messaging aligned with corporate business development roles



## 4. The Breakthrough – What Changed

Matthew shifted his narrative—from former coach to business growth strategist. He developed confidence in articulating his value and transferable skills. His LinkedIn engagement rose, he started networking with purpose, and his conversations quickly turned into interviews.

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## 5. The Outcome – Tangible Results

- ✓ Landed a **Business Developer** role at a **Houston-based company** within **8 weeks**
- ✓ Created a compelling corporate brand after **10+ years** in education and athletics
- ✓ Rebuilt confidence and momentum in his career transition journey
- ✓ Walked away with a repeatable framework for networking and interviewing



## 6. Matthew's Testimonial

"Brave Transitions helped me see my experience in a completely new light. Luci gave me the tools, structure, and confidence I needed to break into a new industry—and land the exact kind of role I was aiming for. This was a game-changer."

– Matthew Mullis



## 7. Lessons Learned / Coach's Reflection

Matthew's transformation was inspiring. He brought dedication, humility, and vision to each session. His ability to connect performance coaching with strategic business growth showed that leadership transcends industries—and that transferable skills are real and powerful when framed correctly.



## 8. Call to Action

If you're looking to pivot industries and land a leadership role like Matthew did, explore the **Brave Transitions Program** and book your first free strategy session.

Let's build your bold move.



Calendly



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